

Message Text

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ACTION EUR-12

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R 111405Z AUG 76
FM AMEMBASSY PRAGUE
TO USDOC WASHDC
INFO SECSTATE WASHDC 797

UNCLAS PRAGUE 2292

COMMERCE FOR BEWT (BOWIE, DAVID)

E.O. 11652: N/A

TAGS: BEXP, BTIO, OTRA, CZ

SUBJ: TRAVEL OF BEWT TRADE DEVELOPMENT ASSISTANCE OFFICER
TO CZECHOSLOVAKIA

REF: USDOC WASHDC 13431

1. EMBASSY WANTS TO ASSIST IN ALL WAYS PRACTICABLE TO PROMOTE AVIATION TRADE WITH CZECHOSLOVAKIA, BUT WE ARE FRANKLY CONFUSED ABOUT PRECISE OBJECTIVES OF PROPOSED SEPT 26-30 VISIT OF DAVIBE BOWIE TO PRAGUE. WHETHER TRIP IS FACT-FINDING OR PROMOTIONAL, MR. BOWIE WILL UNFORTUNATELY FIND SLIM U.S. EXPORT PROSPECTS HERE. WE DOUBT THAT CZECHOSLOVAKS WOULD AGREE TO DISCUSS AIRPORT DEVELOPMENT WITH HIM BECAUSE OF SECURITY CONSIDERATIONS. LIKE OTHER EAST EUROPEAN COUNTRIES, CZECHOSLOVAKS ARE LOCKED INTO CONTINUED PURCHASE OF LARGE AIRCRAFT FROM USSR. ABSENCE OF EXIM BANK FINANCING&297)\$ LIMIT U.S. SALES PROSPECTS EVEN IF LOCALS TRIED TO BUY LARGE PLANES FROM WEST. REGARDING LIGHT AIRCRAFT, CSSR PRODUCES ITS OWN SMALL PLANES WHICH THEY SEEK TO EXPORT AND HAS NO INTEREST IN IMPORTS.

2. IF MR. BOWIE HAS NOT ALREADY SEEN IT, WE SUGGEST HE READ STUDY ENTITLED "THE AIRLINES OF EASTERN EUROPE" (MARKET RESEARCH REPORT C-804-3921) PUBLISHED LAST MARCH BY MCDONNELL DOUGLAS. ALSO,
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OFFICIALS OF PRATT AND WHITNEY, WHICH HAS SOLD

ENGINES FOR SMALL AIRCRAFT HERE FOR SEVERAL YEARS,
AND MR. A. H. REINFELD, PRESIDENT OF AVIONICS
INSTRUMENTS (AND MEMBER OF CZECHOSLOVAK-US
ECONOMIC COUNCIL), COULD PROVIDE USEFUL BACKGROUND
ON LOCAL AVIATION SCENE.

3. ALTHOUGH WE DOUBT THAT BOWIE WOULD REQUIRE
ALMOST FOUR DAYS IN PRAGUE FOR FACT-FINDING,
EMBASSY WISHES TO COOPERATE IN TAKING ADVANTAGE OF
HIS VISIT TO FRANKFURT TO LEARN MORE ABOUT
AVIATION SITUATION HERE. WE WILL ADVISE FURTHER
ON SCHEDULE AND HOTEL RESERVATIONS WHEN CONFIRMED.

4. ACTION REQUESTED: PLS ADVISE WHETHER, IN
LIGHT OF PRECEDING, MR. BOWIE WANTS TO REDUCE HIS
TIME IN PRAGUE FROM CURRENTLY PLANNED SEPT 26-30
STAY.
BYRNE

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